

Message Text

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12

ACTION AF-18

INFO OCT-01 ISO-00 AID-20 EB-11 DRC-01 RSC-01 /052 W

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P R 241430Z JUN 74

FM AMEMBASSY LIBREVILLE

TO AMEMBASSY ABIDJAN PRIORITY

USDOC WASHDC PRIORITY

INFO SECSTATE WASHDC 5541

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ABIDJAN FOR REDSO

COMMERCE FOR STEPHEN M. CONGER

E.O. 11652: N/A

TAGS: ETRN, BEXP, GB, US

SUBJ: U.S. BIDS FOR TRANSGABON RAILROAD

1. IN CONVERSATION WITH NEW DIRECTOR OCTRA MASSON, I ASKED HIM IF HE FORESAW ANY PROBLEM WITH BIDS FOR EQUIPMENT FOR TRANSGABON RAILROAD WHICH MIGHT NOT CONFORM PRECISELY TO OCTRA SPECIFICATIONS, BUT WHICH PROPOSED EQUIVALENT EQUIPMENT WHICH MIGHT BE EVEN BETTER THAN WHAT WAS CALLED FOR IN OCTRA SPECS.

2. MASSON FIRST REPLIED THAT IT WOULD BE PREFERABLE, IN INTEREST OF CLARITY AND COMPARABILITY, IF ANY FIRM DESIRING TO SUBMIT BID DIFFERING FROM SPECS SUBMITTED TWO BIDS (ONE FOLLOWING SPECS AND ONE DIFFERING THEREFROM).

3. I POINTED OUT THAT THIS MIGHT BE DIFFICULT FOR CERTAIN U.S. FIRMS WHICH MIGHT ONLY BE ABLE TO SUBMIT ONE BID, BUT WHO WOULD BE PROPOSING EQUIPMENT WHICH NOT ONLY COULD ACCOMPLISH TASK REQUIRED BUT MIGHT EVEN PROVIDE SUPERIOR EQUIPMENT AT BETTER PRICE.

4. MASSON THEN SAID THAT SUCH BIDS WOULD BE RECEIVABLE,
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BUT SHOULD CLEARLY SPELL OUT, IN EVERY INSTANCE WHERE

THEY DIFFERED FROM OCTRA SPECS, HOW DIFFERENCE
REPRESENTED IMPROVEMENT ON OR AT LEAST EQUIVALENCE
TO OCTRA SPECS. IN OTHER WORDS, AS MASSON PUT IT,
BURDEN WOULD BE ON FIRM PRESENTING BID DIFFERING FROM
SPECS, TO SHOW THAT IT WAS OFFERING SOMETHING MORE
RATHER THAN SOMETHING LESS THAN WHAT WAS CALLED FOR.

5. REQUEST REDSO PASS ABOVE INFORMATION TO EDHOLM
(G.E.) WHO WE UNDERSTAND CURRENTLY IN ABIDJAN PREPARING
G.E. BID FOR LOCOMOTIVE CONTRACT DUE HERE JUNE 28.

6. SUGGEST USDOC PASS ABOVE INFORMATION TO ANY FIRM
WHICH IT BELIEVES PLANS TO SUBMIT BIDS FOR TRANSGABON
RAILROAD.

7. DECONTROL UPON RECEIPT.
MCKESSON
MCKESON

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
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Concepts: PROPOSALS (BID), RAILROADS, INVESTMENT OPPORTUNITIES
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Draft Date: 24 JUN 1974
Decaption Date: 01 JAN 1960
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Disposition Authority: CollinP0
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Disposition Date: 28 MAY 2004
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Disposition Reason:
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30 JUN 2005

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